

Local Market Update – January 2020

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Western Counties

Defiance, Fulton, Henry, Paulding, Putnam and Williams

Single Family Key Metrics	January			Year to Date		
	2019	2020	% Change	Thru 1 2019	Thru 1 2020	% Change
New Listings	128	131	+2.3%	128	131	+2.3%
Closed Sales	88	95	+8.0%	88	95	+8.0%
Days on Market	97	108	+11.3%	97	108	+11.3%
Median Sales Price*	\$119,250	\$99,000	-17.0%	\$119,250	\$99,000	-17.0%
Average Sales Price*	\$134,403	\$112,661	-16.2%	\$134,403	\$112,661	-16.2%
Percent of List Price Received*	96.3%	97.3%	+1.0%	96.3%	97.3%	+1.0%
Months Supply of Inventory	6.0	6.0	--	6.0	6.0	--
Total Volume	\$11,827,479	\$10,702,803	-9.5%	\$11,827,479	\$10,702,803	-9.5%

Condo-Villa Key Metrics	January			Year to Date		
	2019	2020	% Change	Thru 1 2019	Thru 1 2020	% Change
New Listings	3	3	--	3	3	--
Closed Sales	6	1	-83.3%	6	1	-83.3%
Days on Market	84	52	-38.1%	84	52	-38.1%
Median Sales Price*	\$110,950	\$169,900	+53.1%	\$110,950	\$169,900	+53.1%
Average Sales Price*	\$119,817	\$169,900	+41.8%	\$119,817	\$169,900	+41.8%
Percent of List Price Received*	97.4%	100.0%	+2.7%	97.4%	100.0%	+2.7%
Months Supply of Inventory	2.0	10.0	+400%	2.0	10.0	+400%
Total Volume	\$718,900	\$169,900	-76.4%	\$718,900	\$169,900	-76.4%

*Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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Defiance County

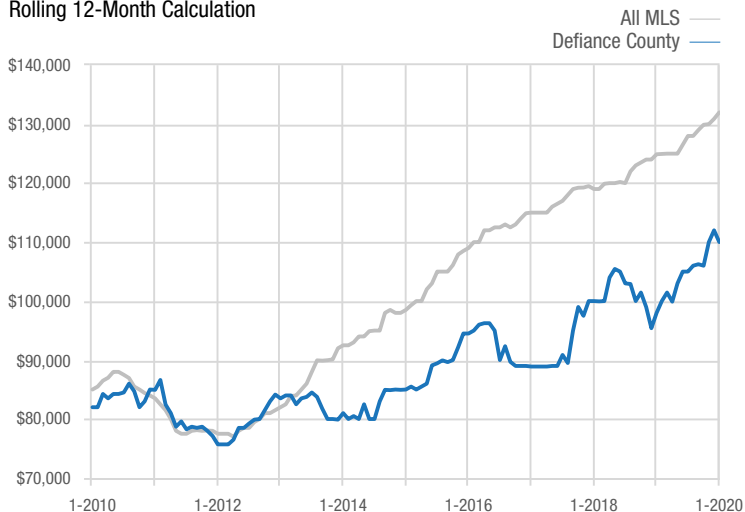
Single Family	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	21	30	+ 42.9%	21	30	+ 42.9%
Pending Sales	30	16	- 46.7%	30	16	- 46.7%
Closed Sales	25	18	- 28.0%	25	18	- 28.0%
Days on Market Until Sale	97	101	+ 4.1%	97	101	+ 4.1%
Median Sales Price*	\$127,500	\$93,000	- 27.1%	\$127,500	\$93,000	- 27.1%
Average Sales Price*	\$145,128	\$109,594	- 24.5%	\$145,128	\$109,594	- 24.5%
Percent of List Price Received*	96.8%	95.1%	- 1.8%	96.8%	95.1%	- 1.8%
Inventory of Homes for Sale	92	108	+ 17.4%	—	—	—
Months Supply of Inventory	2.7	3.4	+ 25.9%	—	—	—

Condo-Villa	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	3	2	- 33.3%	3	2	- 33.3%
Pending Sales	4	1	- 75.0%	4	1	- 75.0%
Closed Sales	4	1	- 75.0%	4	1	- 75.0%
Days on Market Until Sale	24	52	+ 116.7%	24	52	+ 116.7%
Median Sales Price*	\$141,950	\$169,900	+ 19.7%	\$141,950	\$169,900	+ 19.7%
Average Sales Price*	\$143,475	\$169,900	+ 18.4%	\$143,475	\$169,900	+ 18.4%
Percent of List Price Received*	98.7%	100.0%	+ 1.3%	98.7%	100.0%	+ 1.3%
Inventory of Homes for Sale	3	5	+ 66.7%	—	—	—
Months Supply of Inventory	1.2	2.7	+ 125.0%	—	—	—

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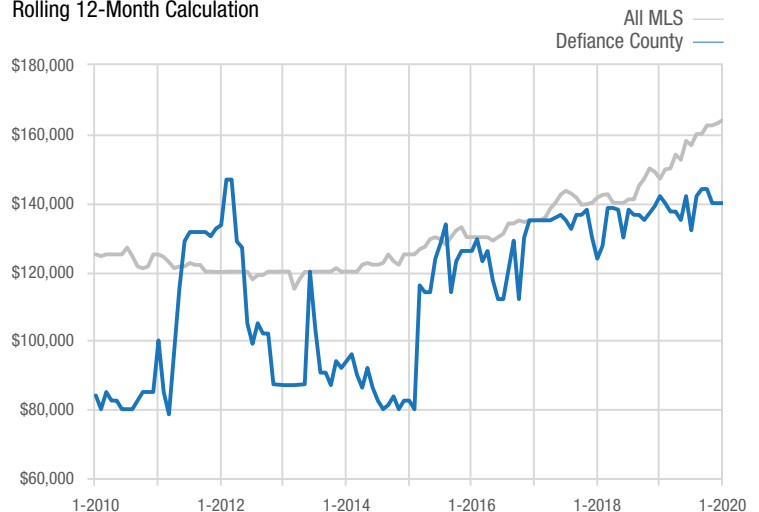
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Defiance

MLS Area 61: 43512

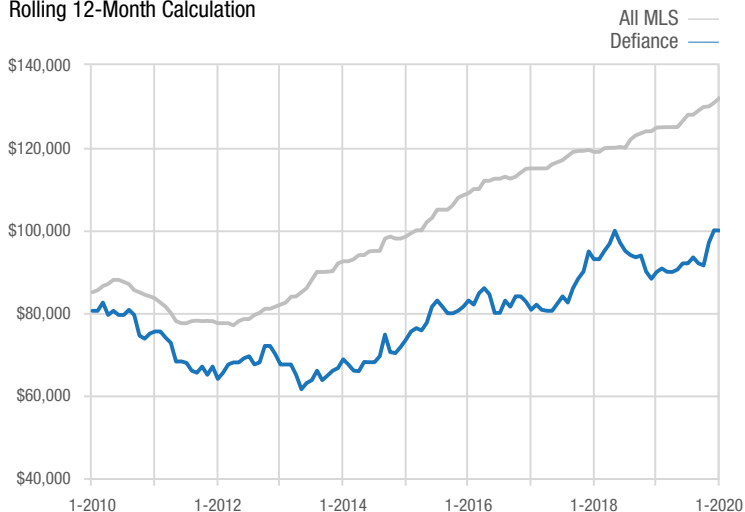
Single Family	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	11	22	+ 100.0%	11	22	+ 100.0%
Pending Sales	11	9	- 18.2%	11	9	- 18.2%
Closed Sales	8	9	+ 12.5%	8	9	+ 12.5%
Days on Market Until Sale	104	98	- 5.8%	104	98	- 5.8%
Median Sales Price*	\$176,000	\$95,000	- 46.0%	\$176,000	\$95,000	- 46.0%
Average Sales Price*	\$158,313	\$116,644	- 26.3%	\$158,313	\$116,644	- 26.3%
Percent of List Price Received*	96.9%	96.9%	0.0%	96.9%	96.9%	0.0%
Inventory of Homes for Sale	50	58	+ 16.0%	—	—	—
Months Supply of Inventory	2.8	3.4	+ 21.4%	—	—	—

Condo-Villa	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	0	1	—	0	1	—
Pending Sales	2	1	- 50.0%	2	1	- 50.0%
Closed Sales	2	1	- 50.0%	2	1	- 50.0%
Days on Market Until Sale	30	52	+ 73.3%	30	52	+ 73.3%
Median Sales Price*	\$141,950	\$169,900	+ 19.7%	\$141,950	\$169,900	+ 19.7%
Average Sales Price*	\$141,950	\$169,900	+ 19.7%	\$141,950	\$169,900	+ 19.7%
Percent of List Price Received*	99.7%	100.0%	+ 0.3%	99.7%	100.0%	+ 0.3%
Inventory of Homes for Sale	1	2	+ 100.0%	—	—	—
Months Supply of Inventory	0.7	1.5	+ 114.3%	—	—	—

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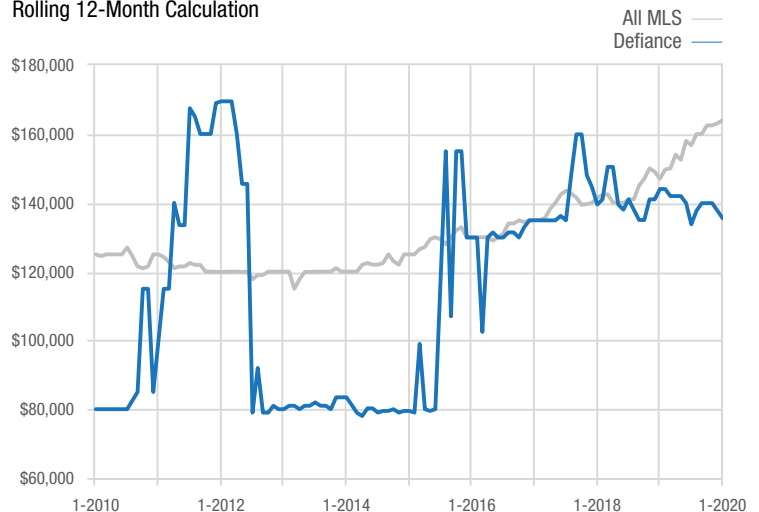
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Fulton County

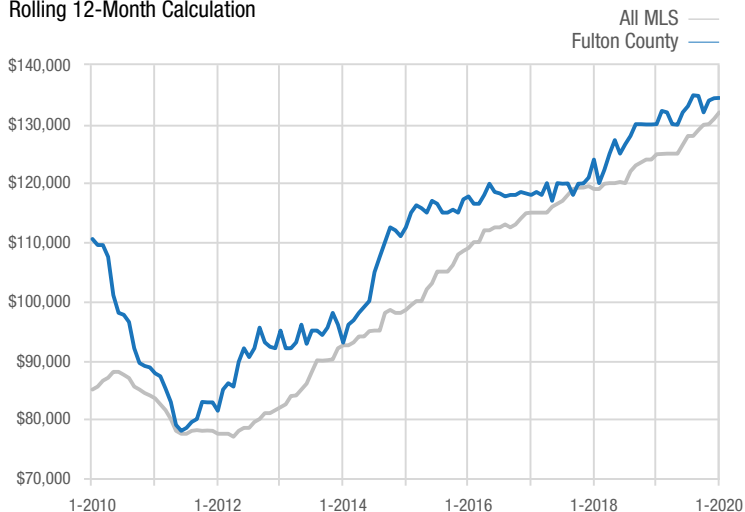
Single Family	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	30	29	- 3.3%	30	29	- 3.3%
Pending Sales	16	19	+ 18.8%	16	19	+ 18.8%
Closed Sales	19	21	+ 10.5%	19	21	+ 10.5%
Days on Market Until Sale	118	81	- 31.4%	118	81	- 31.4%
Median Sales Price*	\$126,000	\$127,450	+ 1.2%	\$126,000	\$127,450	+ 1.2%
Average Sales Price*	\$130,513	\$139,635	+ 7.0%	\$130,513	\$139,635	+ 7.0%
Percent of List Price Received*	95.0%	98.5%	+ 3.7%	95.0%	98.5%	+ 3.7%
Inventory of Homes for Sale	93	100	+ 7.5%	—	—	—
Months Supply of Inventory	3.2	3.6	+ 12.5%	—	—	—

Condo-Villa	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	4	1	- 75.0%	—	—	—
Months Supply of Inventory	3.0	0.7	- 76.7%	—	—	—

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Median Sales Price - Single Family

Rolling 12-Month Calculation



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Archbold

MLS Area 98: 43502

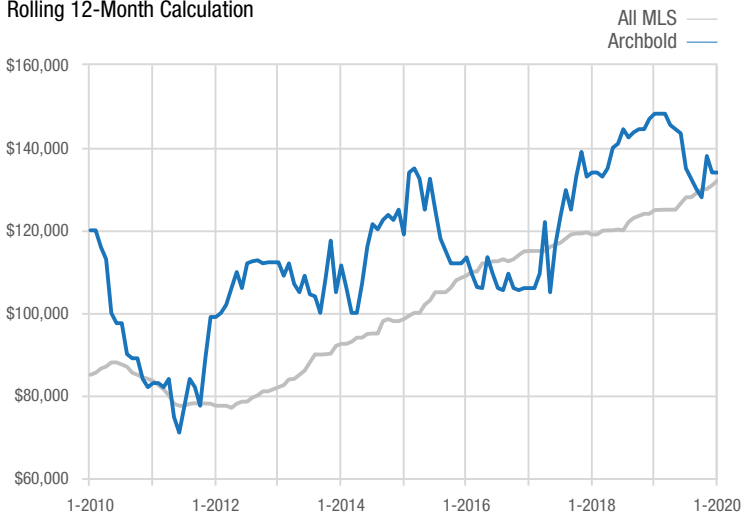
Single Family	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	4	3	- 25.0%	4	3	- 25.0%
Pending Sales	3	4	+ 33.3%	3	4	+ 33.3%
Closed Sales	3	5	+ 66.7%	3	5	+ 66.7%
Days on Market Until Sale	94	109	+ 16.0%	94	109	+ 16.0%
Median Sales Price*	\$148,000	\$154,000	+ 4.1%	\$148,000	\$154,000	+ 4.1%
Average Sales Price*	\$160,000	\$178,800	+ 11.8%	\$160,000	\$178,800	+ 11.8%
Percent of List Price Received*	92.8%	98.5%	+ 6.1%	92.8%	98.5%	+ 6.1%
Inventory of Homes for Sale	14	18	+ 28.6%	—	—	—
Months Supply of Inventory	3.4	4.2	+ 23.5%	—	—	—

Condo-Villa	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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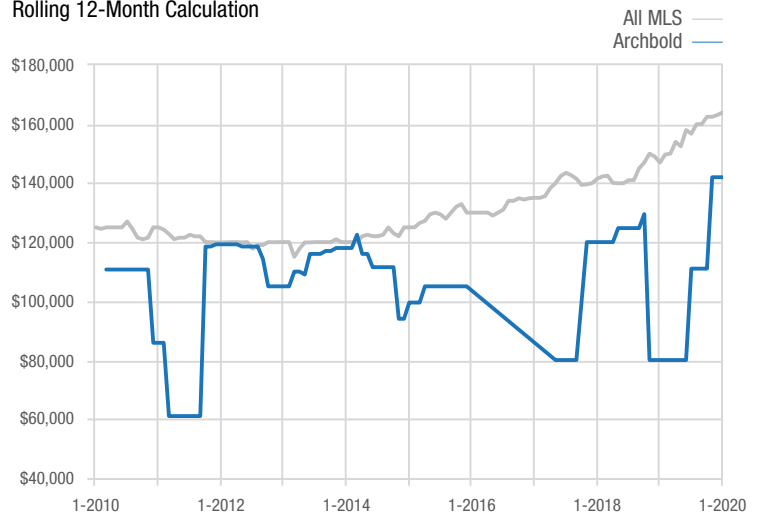
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Swanton / Airport

MLS Area 04: 43558 in Fulton and Lucas Counties

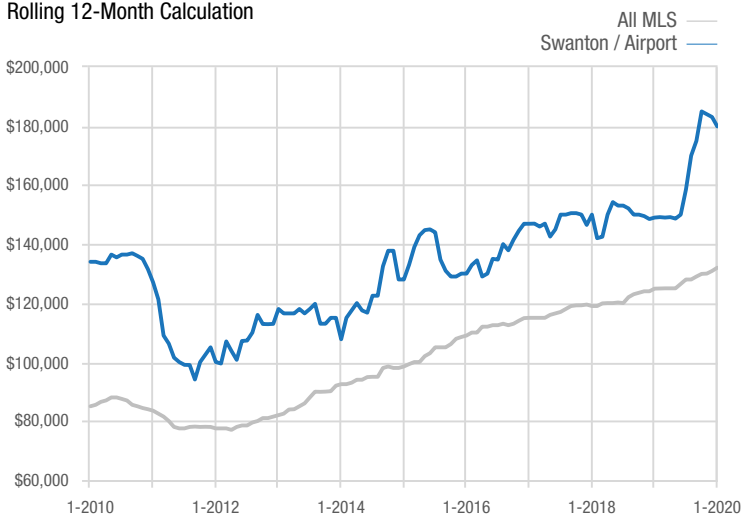
Single Family	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	9	8	- 11.1%	9	8	- 11.1%
Pending Sales	2	9	+ 350.0%	2	9	+ 350.0%
Closed Sales	4	7	+ 75.0%	4	7	+ 75.0%
Days on Market Until Sale	63	89	+ 41.3%	63	89	+ 41.3%
Median Sales Price*	\$195,600	\$156,000	- 20.2%	\$195,600	\$156,000	- 20.2%
Average Sales Price*	\$189,425	\$157,983	- 16.6%	\$189,425	\$157,983	- 16.6%
Percent of List Price Received*	99.3%	97.4%	- 1.9%	99.3%	97.4%	- 1.9%
Inventory of Homes for Sale	33	28	- 15.2%	—	—	—
Months Supply of Inventory	3.3	3.0	- 9.1%	—	—	—

Condo-Villa	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	5	0	- 100.0%	—	—	—
Months Supply of Inventory	3.8	—	—	—	—	—

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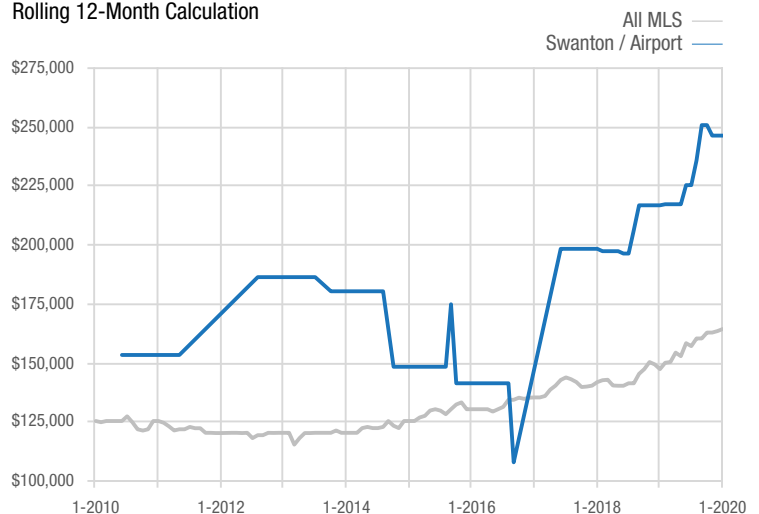
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wauseon

MLS Area 96: 43567

Single Family	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	5	8	+ 60.0%	5	8	+ 60.0%
Pending Sales	4	4	0.0%	4	4	0.0%
Closed Sales	6	4	- 33.3%	6	4	- 33.3%
Days on Market Until Sale	172	57	- 66.9%	172	57	- 66.9%
Median Sales Price*	\$138,000	\$123,900	- 10.2%	\$138,000	\$123,900	- 10.2%
Average Sales Price*	\$141,700	\$103,950	- 26.6%	\$141,700	\$103,950	- 26.6%
Percent of List Price Received*	96.8%	99.2%	+ 2.5%	96.8%	99.2%	+ 2.5%
Inventory of Homes for Sale	24	27	+ 12.5%	—	—	—
Months Supply of Inventory	3.1	3.8	+ 22.6%	—	—	—

Condo-Villa	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	1	1	0.0%	—	—	—
Months Supply of Inventory	1.0	1.0	0.0%	—	—	—

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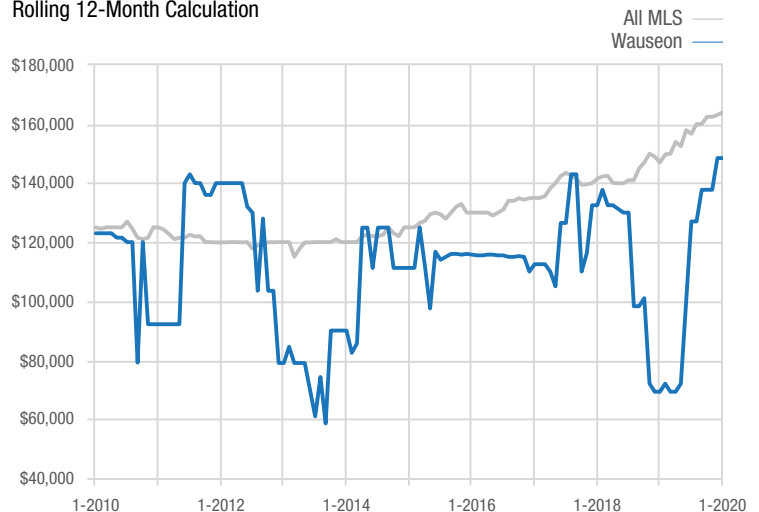
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Henry County

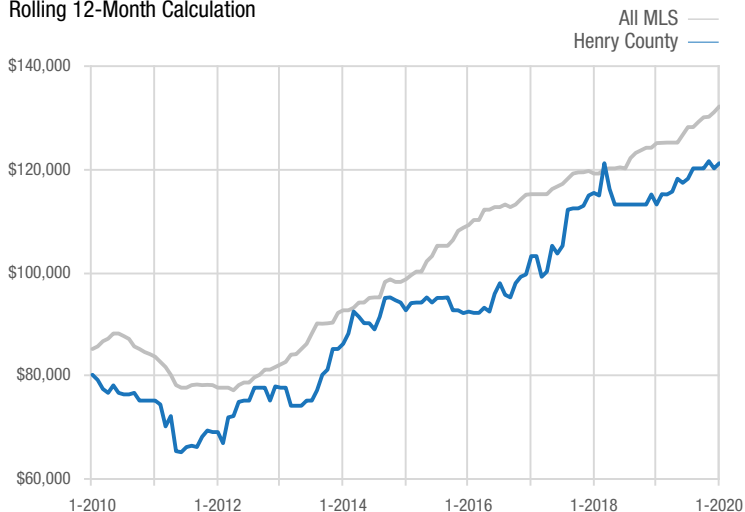
Single Family	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	10	20	+ 100.0%	10	20	+ 100.0%
Pending Sales	13	9	- 30.8%	13	9	- 30.8%
Closed Sales	17	9	- 47.1%	17	9	- 47.1%
Days on Market Until Sale	104	121	+ 16.3%	104	121	+ 16.3%
Median Sales Price*	\$97,000	\$109,900	+ 13.3%	\$97,000	\$109,900	+ 13.3%
Average Sales Price*	\$146,141	\$121,083	- 17.1%	\$146,141	\$121,083	- 17.1%
Percent of List Price Received*	94.9%	95.5%	+ 0.6%	94.9%	95.5%	+ 0.6%
Inventory of Homes for Sale	61	71	+ 16.4%	—	—	—
Months Supply of Inventory	3.5	4.3	+ 22.9%	—	—	—

Condo-Villa	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	0	1	—	0	1	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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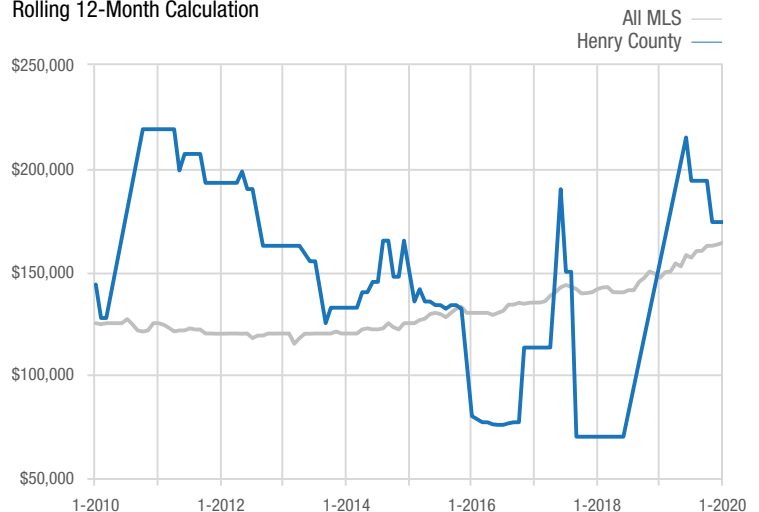
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Napoleon

MLS Area 76: 43545

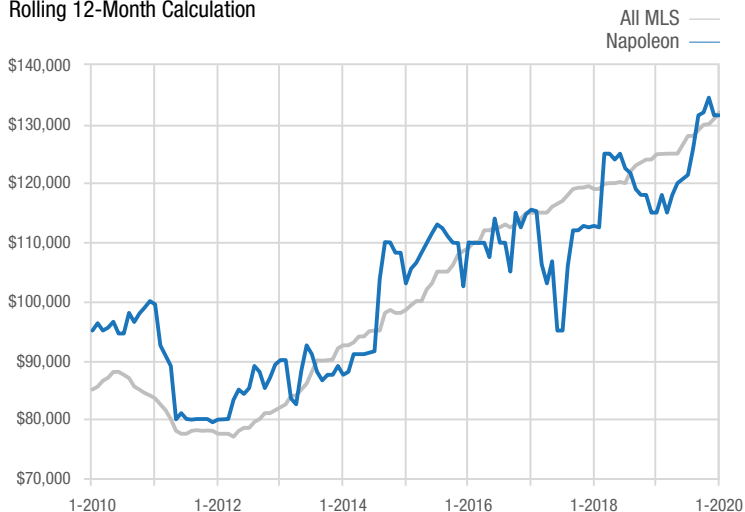
Single Family	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	2	8	+ 300.0%	2	8	+ 300.0%
Pending Sales	5	5	0.0%	5	5	0.0%
Closed Sales	6	4	- 33.3%	6	4	- 33.3%
Days on Market Until Sale	117	78	- 33.3%	117	78	- 33.3%
Median Sales Price*	\$142,500	\$142,450	0.0%	\$142,500	\$142,450	0.0%
Average Sales Price*	\$173,333	\$153,813	- 11.3%	\$173,333	\$153,813	- 11.3%
Percent of List Price Received*	97.3%	96.3%	- 1.0%	97.3%	96.3%	- 1.0%
Inventory of Homes for Sale	26	36	+ 38.5%	—	—	—
Months Supply of Inventory	3.1	4.1	+ 32.3%	—	—	—

Condo-Villa	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	0	1	—	0	1	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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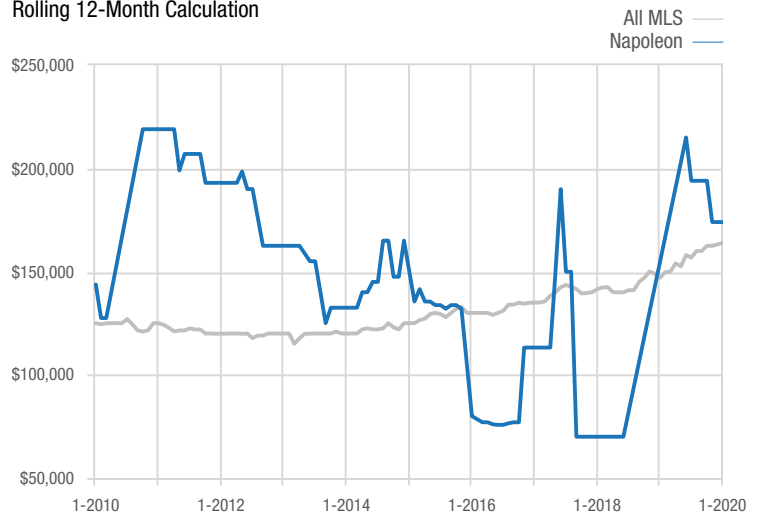
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Williams County

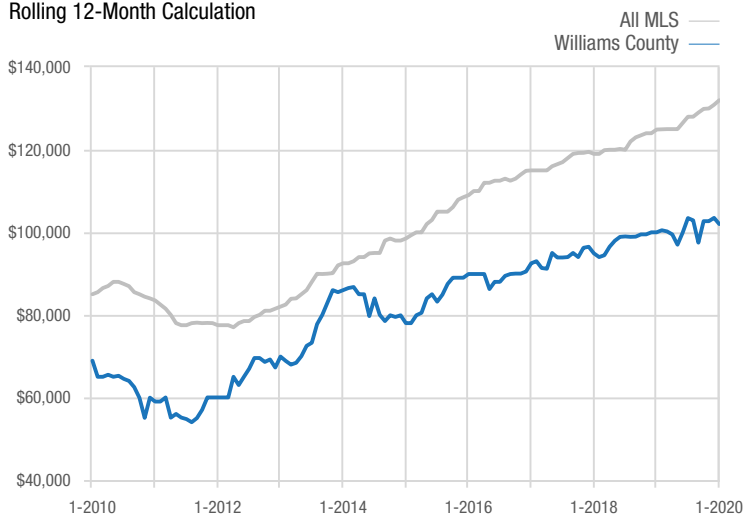
Single Family	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	35	30	- 14.3%	35	30	- 14.3%
Pending Sales	18	29	+ 61.1%	18	29	+ 61.1%
Closed Sales	18	29	+ 61.1%	18	29	+ 61.1%
Days on Market Until Sale	72	113	+ 56.9%	72	113	+ 56.9%
Median Sales Price*	\$95,000	\$92,000	- 3.2%	\$95,000	\$92,000	- 3.2%
Average Sales Price*	\$121,908	\$99,902	- 18.1%	\$121,908	\$99,902	- 18.1%
Percent of List Price Received*	97.9%	96.4%	- 1.5%	97.9%	96.4%	- 1.5%
Inventory of Homes for Sale	128	111	- 13.3%	—	—	—
Months Supply of Inventory	3.6	3.0	- 16.7%	—	—	—

Condo-Villa	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	2	0	- 100.0%	2	0	- 100.0%
Days on Market Until Sale	204	—	—	204	—	—
Median Sales Price*	\$72,500	—	—	\$72,500	—	—
Average Sales Price*	\$72,500	—	—	\$72,500	—	—
Percent of List Price Received*	90.7%	—	—	90.7%	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

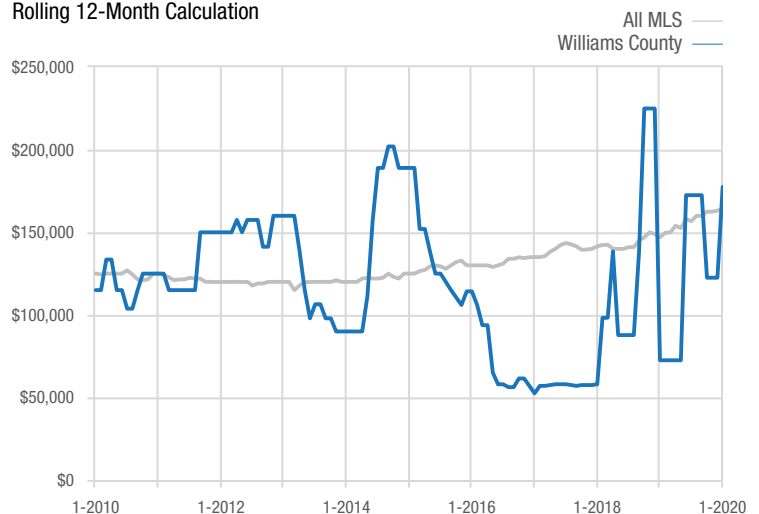
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point. Current as of February 6, 2020. All data from Northwest Ohio Regional Information System. Report © 2020 ShowingTime.

Local Market Update – January 2020

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Bryan

MLS Area 87: 43506

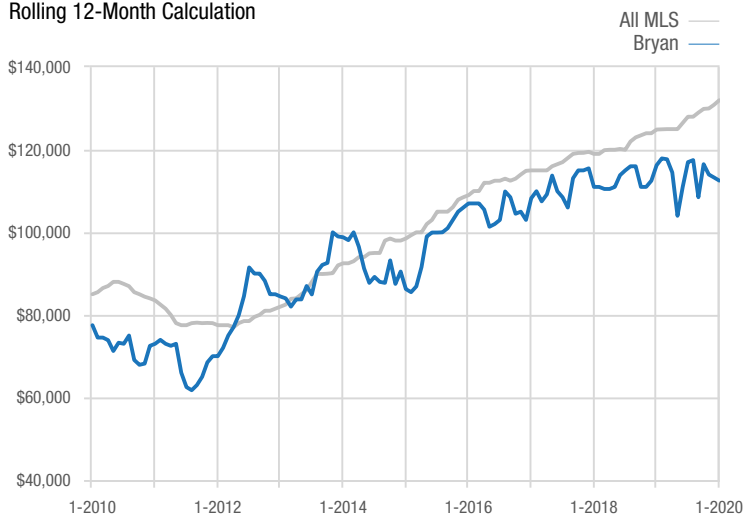
Single Family	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	17	7	- 58.8%	17	7	- 58.8%
Pending Sales	14	12	- 14.3%	14	12	- 14.3%
Closed Sales	13	13	0.0%	13	13	0.0%
Days on Market Until Sale	67	108	+ 61.2%	67	108	+ 61.2%
Median Sales Price*	\$130,000	\$112,000	- 13.8%	\$130,000	\$112,000	- 13.8%
Average Sales Price*	\$132,754	\$121,154	- 8.7%	\$132,754	\$121,154	- 8.7%
Percent of List Price Received*	95.3%	98.8%	+ 3.7%	95.3%	98.8%	+ 3.7%
Inventory of Homes for Sale	57	40	- 29.8%	—	—	—
Months Supply of Inventory	3.2	2.4	- 25.0%	—	—	—

Condo-Villa	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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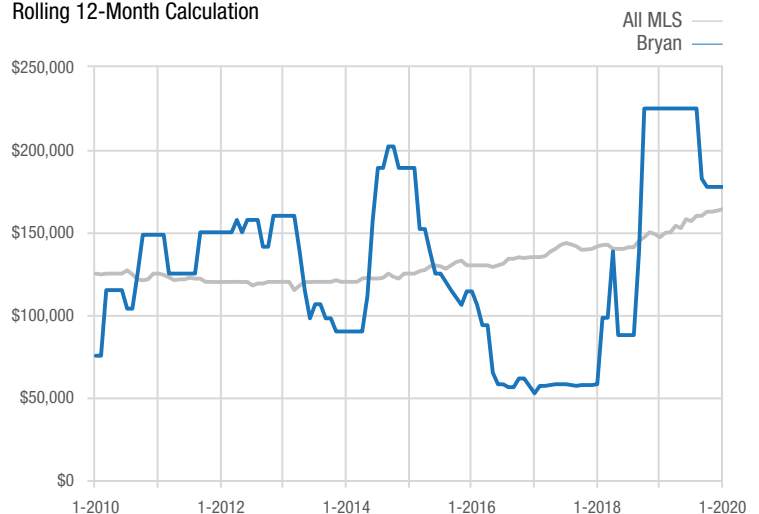
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Paulding County

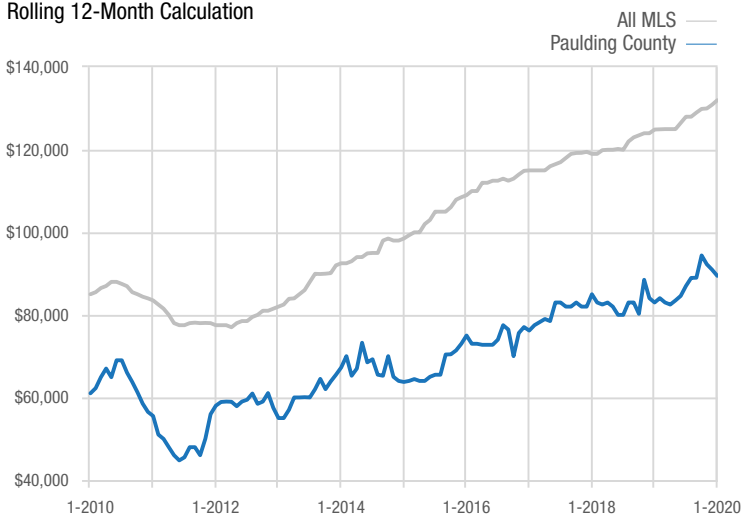
Single Family	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	16	7	- 56.3%	16	7	- 56.3%
Pending Sales	7	7	0.0%	7	7	0.0%
Closed Sales	7	11	+ 57.1%	7	11	+ 57.1%
Days on Market Until Sale	95	103	+ 8.4%	95	103	+ 8.4%
Median Sales Price*	\$80,000	\$65,000	- 18.8%	\$80,000	\$65,000	- 18.8%
Average Sales Price*	\$108,657	\$76,409	- 29.7%	\$108,657	\$76,409	- 29.7%
Percent of List Price Received*	96.8%	90.7%	- 6.3%	96.8%	90.7%	- 6.3%
Inventory of Homes for Sale	43	35	- 18.6%	—	—	—
Months Supply of Inventory	3.6	3.2	- 11.1%	—	—	—

Condo-Villa	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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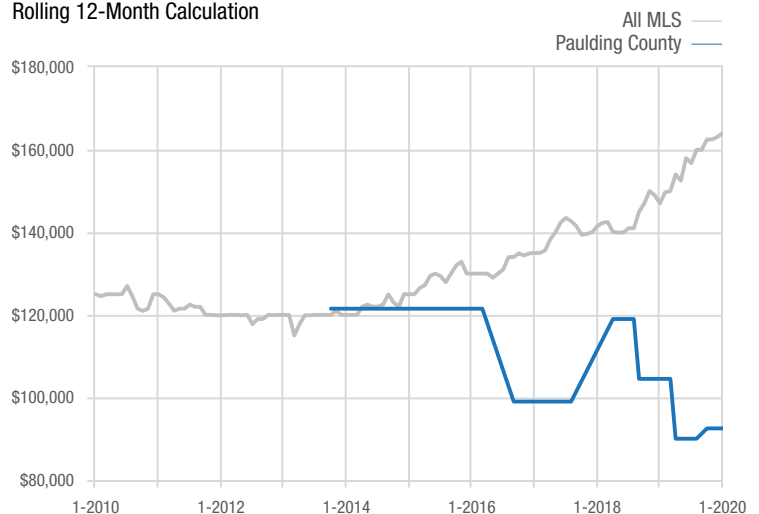
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Putnam County

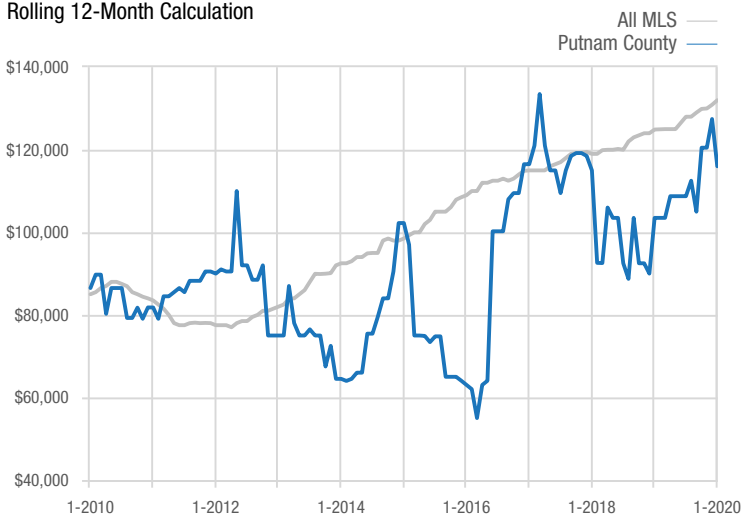
Single Family	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	6	9	+ 50.0%	6	9	+ 50.0%
Pending Sales	0	2	—	0	2	—
Closed Sales	1	3	+ 200.0%	1	3	+ 200.0%
Days on Market Until Sale	74	148	+ 100.0%	74	148	+ 100.0%
Median Sales Price*	\$143,500	\$110,950	- 22.7%	\$143,500	\$110,950	- 22.7%
Average Sales Price*	\$143,500	\$110,950	- 22.7%	\$143,500	\$110,950	- 22.7%
Percent of List Price Received*	99.0%	87.5%	- 11.6%	99.0%	87.5%	- 11.6%
Inventory of Homes for Sale	14	21	+ 50.0%	—	—	—
Months Supply of Inventory	5.5	7.0	+ 27.3%	—	—	—

Condo-Villa	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
Key Metrics						
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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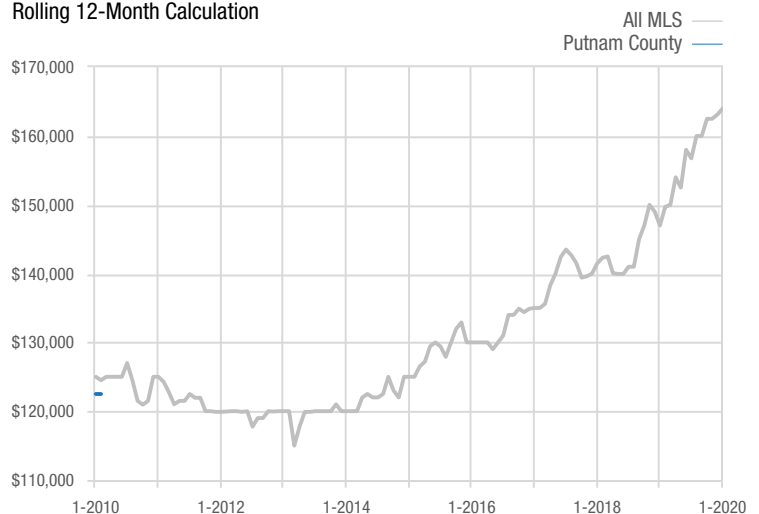
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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